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In This Issue

KEEN INTEREST has been expressed by many States in plans for stimulating discussion groups among farmers. Assistant Secretary Wilson tells of the plans considered at a conference in Washington in which representatives of various sections of the country participated. He says "We in the Department are anxious above all that the discussion be strictly open and unrestricted—that it bear no trace of any attempt on our part to propagandize for programs we are administering. This is an attempt to stimulate the free expression and exchange of ideas—not an attempt to put across a campaign."

P EACH GROWERS and shippers of western Colorado found it to their advantage to sell their \$1,200,000 crop under the peach-marketing agreement last season. How the agreement was drafted, the plan put into effect, and prices agreed on are explained in "Marketing Agreement Helps Colorado Growers."

TENNESSEE gives us an interesting story of how the farm account work is carried on in that State. Since 1925 when 26 farmers started keeping farm accounts in Washington County the number of record books analyzed by the farm-management department has increased to 1,400. This year a total of 13,557 of the 21,327 farmers attending farm-inventory meetings agreed to keep farm accounts.

ONCE "the poorest farm in the county", the Trumbull County (Ohio) experimental farm now has the best meadows in the State. Work done there is pointing the way for dairy farmers toward a more satisfactory crop rotation system of which alfalfa-timothy meadows are an integral part. Many farmers in the county are following suit.

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BUSINESS SURVEYS and analyses conducted by the Kansas Extension Service are helping cooperative elevators and similar groups to use better business methods with profit both to the organization and its members. Certain data taken from the cooperatives' records are compared with definite business standards to determine where improvements can be made. The project also has led to the organization of county cooperative councils and is helping influence local farm organizations to work together.



On The Calendar

American Association for the Advancement of Science, Minneapolis, Minn., June.

Child Welfare League of America, Montreal, Canada, June.

National 4-H Club Camp, Washington, D. C., June 13-19.

American Association of University Women, Los Angeles, Calif., June 23-30.

American Home Economics Meeting, Chicago, Ill., June 24-28.

National Education Association, Department of Rural Education and Home Economics, Denver, Colo., June 30-July 5.

American Association of Agricultural College Editors, Ithaca, N. Y., Aug. 19-24.

American Dietetics Association, Cleveland, Ohio, October.

National Recreation Association, Atlantic City, N. J., October 1-4.

Pacific International Livestock Exposition, Portland, Oreg., October 5-12.

American Royal Livestock and Horse Show, Kansas City, Mo., October 19-26.

National 4-H Club Congress, Chicago, Ill., November 29-December 7.

AN INCREASE of 50 percent in 2 years in the number of 4-H club members attaining State standards has resulted from a change in the method of making awards in Rhode Island. Awards are given on the basis of progress made, quantity of work, and quality of work. Recognition is not confined to the superior few. In this issue the State club leader tells how.

WHAT ARE production credit associations doing for farmers? Reports from South Carolina, Iowa, Maryland, and Montana show that they are helping producers to help themselves. The Bennettsville (S. C.) Production Credit Association has a good record; the whole amount of \$112,800 on 171 carefully selected loans has already been paid or is in sight.

THE EXTENSION SERVICE REVIEW is issued monthly by the EXTENSION SERVICE of the United States Department of Agriculture, Washington, D. C. The matter contained in the REVIEW is published by direction of the Secretary of Agriculture as administrative information required for the proper transaction of the public business. The REVIEW seeks to supply to workers and cooperators of the Department of Agriculture engaged in extension activities, information of especial help to them in the performance of their duties, and is issued to them free by law. Others may obtain copies of the REVIEW from the Superintendent of Documents, Government Printing Office, Washington, D. C., 5 cents a copy, or by subscription at the rate of 50 cents a year, domestic, and 75 cents, foreign. Postage stamps will not be accepted in payment.

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Farm Folk Talk Over National Affairs

M. L. WILSON

Assistant Secretary of Agriculture

FARMERS are traveling new roads. They look, as they go, for signposts. At each fork or byroad they debate vigorously the turn to take.

John Smith, at the crossroad, used to think mainly about dairy herd improvement or better rotation practices. In recent years he has given some thought to marketing methods and the outlook. Then, without warning, two decades of growing strain on the economic machine brought a break-down. He has had to turn his mind to problems of makeshift repairs, a general overhauling, and new parts for the machine. That is, to production adjustment, processing taxes, marketing agreements, production quotas, foreign-trade policies, and land planning. These problems tax the best of minds. On John Smith's ability to think them through clearly, and to bring his influence to bear for sound policies, hinges the success of democratic solutions.

Farmers Talk It Over

Throughout the country, farmers are talking over adjustment programs, farm prices, and farm problems in general, across the fence, at the store, and at every meeting place. Local angles of the agricultural situation, as well as national and international angles are favorite discussion topics at institutes, community meetings, and women's clubs.

Farm people will keep right on talking over such matters; no trouble about that. But rural leaders felt that these farm groups needed better access to factual information on the new and rapidly changing problems of the day, as well as suggestions on effective discussion techniques.

So, in response to many requests, Secretary Wallace called a conference on group discussion at Washington early in February. The group invited were from typical States, representative of various sections of the country which had shown interest in discussion methods. The States represented included Ohio, North Carolina, Kansas, Minnesota, Utah, Iowa, Massachusetts, Oklahoma, New York, and

Washington. In addition to the States represented at the conference, several others expressed keen interest in plans for stimulating discussion. The group talked over the accumulated experience of the past decade in methods to promote public discussion of important issues. They considered plans for further experimentation in discussion methods, and they outlined ways in which the Department might aid.

List of Discussion Group Topics on Which Outlines Are Available

1. What kind of foreign trade policies do American farmers want?
2. Is it in the interest of the Nation to have more, or fewer, people living on the land?
3. What share of the national income should farmers have?
4. Should farm production be controlled as a long-time policy?
5. What kind of land policies should the Nation have?
6. The farmer and the consumer of farm products—what, if any, are their obligations to one another?
7. What kind of a rural life can we look forward to in the United States?
8. Is the farm laborer getting a square deal?
9. What is a desirable tax system.

Discussion—a brief guide to methods.

The Department has prepared a guide to discussion methods and basic material and outlines for discussion. But the handling of the discussion programs is entirely up to the States. We in the Department are anxious above all that the discussion be strictly open and unrestricted—that it bear no trace of any attempt on our part to propagandize for programs we are administering. This is an attempt to stimulate the free expression and exchange of ideas—not an attempt to put across a campaign.

At this conference, we focused attention on three discussion methods in most general use: Discussion groups, panels, and forums.

The informal "discussion group" seems to be one of the most suitable



methods for the rural community. This method works best in a group of, say, 10 to 30 persons. It gives the widest possible opportunity for everybody to get

in his "say." I like to compare it to the cracker-barrel confab around the stove at the cross-roads store. As a rule, you need a well-informed leader to draw out individual viewpoints and different sides, to summarize points, and so on.

Of course, when the group is larger than 30—say, when 100 people attend—everybody can't take part with such freedom as in the smaller group. For the larger group, the panel method often works pretty well. A panel is simply a small discussion group—representing different viewpoints—carrying on a discussion among themselves from the platform. The panel may stage the entire show or a speaker may discuss the issues, with the panel following up with further discussion and questions. Later, the audience may chip in, too.

The forum is another good method for larger audiences. One or more speakers may present their views. And then the chairman may throw the meeting open to discussion by the audience.

Sometimes you may combine all three methods.

State Plans

Representatives of the various States outlined varying ideas for the discussion program in their respective States.

According to plans discussed at the conference, groups to be selected for demonstration ranged all the way from young people on the farm to farm women who wanted their husbands to attend the discussions with them to join in the proceedings. A leader from one State

(Continued on page 34)

Marketing Agreement Helps Colorado Growers

P EACH GROWERS and shippers of western Colorado estimate that the peach-marketing agreement, under which they sold a \$1,200,000 crop last season, was actually worth between \$250,000 and \$400,000 to them.

This marketing agreement, under the provisions of the Agricultural Adjustment Administration, made it possible for them to maintain prices at profitable levels. It was the first successful co-operative effort in marketing after about 20 years of unsuccessful attempts to bring together the different associations and independent shippers and growers.

The marketing plan was put into effect through the efforts of W. M. Case, extension horticulturist for Colorado State College of Agriculture and Mechanic Arts, who had been lent to the Agricultural Adjustment Administration as field representative for the general crops section. The first great obstacle to be overcome, he found, was the lack of faith in the "other fellow" on the part of growers and shippers alike.

Mr. Case read and explained the marketing agreement provisions of the Agricultural Adjustment Administration to producers and shippers at a 2-day meeting in Grand Junction late in November 1933. At the end of the second day they had aired their grievances and finally agreed on some basic things that needed to be corrected. A second meeting was held in March 1934, when a committee was named to draft an agreement. On April 14 they drafted the plan, using the Tokay-grape agreement of California as a guide.

Growers and shippers met with Porter R. Taylor, now chief of the general crops section, Agricultural Adjustment Administration, in Denver May 7. The agreement was finally approved and sent to Washington. After a public hearing in Grand Junction, the tentatively approved plan was received back in Colorado about August 1. After Mr. Case promised that no agreement would be sent to Washington until the "other fellow" had signed, it was signed on August 11.

Control Board

The first meeting of the newly elected control board was called the next day, Sunday, to discuss regulations to be put into effect Monday morning. Case interpreted the price regulation provision of the agreement to mean that posting prices meant to post them publicly with

the board. This put an end to the fear that prices might be posted secretly and that the last man to post his price would have the opportunity of quoting a lower figure than those who had posted earlier. It also led to a meeting of all shipper and grower representatives at which it was agreed to quote prices cooperatively instead of individually, so that a uniform price was posted.

"These developments probably constituted the keynote to the success of the agreement", Mr. Case says. "Quick, united action was advisable because of the highly perishable nature of the crop and because shipments already were extensive by the time the agreement was put into operation."

Quoting Prices

Any shipper who found himself in difficulty trying to dispose of his peaches at the quoted figure could go to a manager who was employed, for consultation and possible permission to lower his quotation. It was then the duty of the manager to notify all other shippers of the change so that all could offer peaches on an equal basis. An assistant manager was hired to handle problems between truckers and growers.

Tuesday brought the real test of the agreement, and its outcome decided the success or failure of the entire season. Mr. Case had emphasized that the agreement made it possible to meet all emergencies cooperatively and uniformly rather than individually, and that, if necessary, the board would bring about an orderly decline in prices in place of previous stampedes to "unload", which ruined prices.

Tuesday morning the United Fruit Growers reported 74 cars of peaches en route to market unsold from Monday's loading; Pacific Fruit & Produce Co. reported 68 "rollers" unsold; and smaller shippers also had a few unsold cars. Knowing that Tuesday's loading would be heavy, these shippers were nervous, and it was decided to lower quotations on boxes 5 cents, and on no. 1 bushels, a dime.

The new quotations were sent out by wire about 9 a. m. At 11:30 a. m. a few orders came in for large blocks of 30 to 60 cars at prices as much as 10 cents a box under the quoted price of 55 cents. Shippers called to explain their predicament but were advised to wait awhile on the assurance that prices would be reduced if necessary and that each shipper

would be offered equal opportunity to quote the lower prices.

In previous years when such a critical situation arose, with each shipper acting independently, the rule had been: "The first man to run gets the most money; the last takes the worst beating", and price landslides resulted.

Shippers stood their ground until the manager of the United sold a block of 35 cars at 2:30 p. m. for the quoted price of 55 cents. This deal was made with a New York buyer over the telephone on the assertion that prices were set by a Federal marketing agreement. This broke the jam, and by midnight all of Monday's "rollers" and 175 cars loaded Tuesday had been sold at control-board quotations. This convinced buyers that growers and shippers meant to regulate and maintain prices.

Once truckers were assured that their competitors could not load up with cheaper peaches than they could obtain, they willingly paid quoted prices. This prevented playing one grower against another to obtain low prices. The bulk of the crop had been moved by Saturday, and prices rose so that by the time the Delta County region began marketing, prices equalled the opening quotations at Palisade.

This was of great benefit to the Delta County district. Mr. Case helped set up a control committee to stabilize conditions for the Delta crop. The prices ranged about 10 cents higher than those in Palisade. Prior to this, peaches had been selling as low as 85 cents a bushel to truckers in the Paonia district. These prices at once rose to \$1.10 and continued to advance to \$1.25. Naturally, growers and shippers of Delta County were well pleased.

Farm Folk Talk Over National Affairs

(Continued from page 33)

planned to work with a group of business men and farmers, another, a group of retired farmers, and so on.

At the time I am preparing this article, I have no very comprehensive reports on the results of our discussion experiment this spring. But, I hope more communities and more States will join in this program. The discussion idea seems to me to be one effective way to make democracy and democratic methods succeed.

Farm Account Work in Tennessee

During National Farm Inventory Week, January 7 to 12, 1935, county agents in Tennessee, in cooperation with the farm-management department, held 1,002 farm-inventory meetings, more than half of which were farm demonstrations in filling out inventories. A total of 13,557 of the 21,327 farmers attending these meetings in 93 of the 95 counties agreed to keep farm account books in 1935, a rather phenomenal increase over the previous years. This was the result of more than 20 years of consistent and constructive extension work on farm accounts here described by A. J. Sims, extension editor in Tennessee.

FEELING the need for more specific information concerning the operation, organization, and relative profitability of various types of farms and farming methods in the State, the Tennessee Agricultural Extension Service interested a group of 26 Washington County farmers in keeping farm records in 1925.

This was the beginning of what has since developed into a major project of the extension service. In 1934, 1,400 farm records were obtained from farmers of 64 counties by the farm-management department for summarization and analysis.

Up until 1934, interest in farm record work showed only a very moderate increase annually, with some years registering a decline in the number of books kept. The number of records analyzed each year by the farm-management department follows: 1926, 26; 1927, 16; 1928, 71; 1929, 199; 1930, 250; 1931, 230; 1932, 474; 1933, 227; 1934, 1,400.

These records cover most of the agricultural areas of the State. Although previous to 1934 the number of records kept in each area was not sufficient to make very detailed studies, enough records were obtained to get a fairly clear insight into the farm organization of practically every section of the State. Studies have been made of dairy, poultry, cotton, burley tobacco, dark tobacco, truck, and general farms. This information has been extremely valuable in assisting farmers in making farm plans.

The farm record consists of inventories at the beginning and end of the year, a record of all crop acreage and production, and a record of all farm sales and farm expenses. Comparisons are made from these records of the size of the farm, amount of tillable land, the acres of various crops, the numbers of different types of livestock, the per acre yield, the production per unit of live-

stock, the total farm sales, the machinery, labor, fertilizer, and other items of expenses and labor income. These comparisons, which are discussed with each farmer to determine the relative weak and strong points of each farm set-up, have influenced many farmers to make beneficial changes in their farming systems.

Value of Records Explained

In beginning farm record work in a county, interested farmers are assembled in a meeting early in the year by the county agent where the value of farm records is discussed, and such material as charts on farm organization and the outlook is presented. Each interested farmer prepares a farm plan or budget, showing what he plans to do during the coming year. Those interested in keeping records are given record books. Many of the meetings are held as inventory demonstrations on the farm, and unusual interest has been shown in such demonstrations. At the end of the year farmers who have kept records bring their record books to the county agent's office on an appointed day, and the agent and a farm-management specialist check and analyze them briefly with the farmers. Many farmers complete the analysis of their own farm business with the help of the county agent and the farm-management specialist. Most of the books are then sent to the extension farm-management office where a more detailed analysis is made, after which they are returned to the farmer with analysis data attached.

With the coming of the agricultural adjustment programs and the demand for more information on farm business, interest in farm accounting rose to new



Sam Brinkley, leading dark-fired tobacco and lespedeza grower of Cheatham County, Tenn., who has been keeping farm records in cooperation with his county agent and the Tennessee Agricultural Extension Service for several years. "This business of keeping records has been a big help to me in finding and correcting leaks and weak spots in my farming system", he says.

heights. An increase of more than 300 percent was made in the number of farmers keeping records. In addition to the regular extension record books more than 80,000 farmers received the A. A. A. crop record book in 1934. Farmers desiring more complete records than the A. A. A. book provided were supplied with regular extension account books. In addition to the keeping of farm records the farm-management project, though not absolutely uniformly conducted, has been coupled with a farm-planning program.

Information obtained from farm records has been helpful in balancing farm-plan budgets. Feed and seed loans, which were begun in this State in 1931, gave county agents an opportunity to work with a large number of people whom they had never before been able to contact. In order to obtain the Federal loan it was necessary that a farm program be outlined that would provide for adequate food, feed, and necessary cash to repay the loan. It was thus that a great deal was accomplished in assisting farmers needing Federal financing in organizing their farm plans to the best advantage. Country bankers assisted quite extensively in the development of farmer cooperation. More and more interest has been developed in credit statements, farm records, and farm planning through the cooperation of local bankers. In the spring of 1934 more than 1,000 farmers made farm plans during January and February. These plans provided for ample food, feed, and cash, as

all feed crops are habitually short in some areas of the State, particularly in the cotton section.

Farm Income Increased

A practical illustration of the changes made in farm business due to the keeping of farm records and farm planning is shown by the farm business of a Henderson County farmer located 14 miles from the nearest town. The road from this farm is such that it is impassable several months during the year. The land is a poor, sandy-clay, upland soil. In 1928 this farm derived its principal source of income from the sale of cotton and hogs. Corn yields on the farm were then about 20 bushels per acre. The la-

National Farm Inventory Week, January 7-12, was very successful in Tennessee. County agents were supplied by the farm-management department with material outlining plans for holding farm-inventory demonstrations; for the measuring of corn, hay, and grain on the farm; and for the use of the farm inventory in making credit statements. All county agents were furnished with prepared talks on farm credit, from which they could draw material for use in the inventory meetings. The Tennessee Bankers Association wrote all key bankers in the State, and they in turn encouraged the making of farm inventories. Seven news stories were sent to all newspapers in the State, and a dozen or more

is one of the most encouraging farm developments in the State", says J. H. McLeod, extension economist.

"Such records not only serve as a basis for farm planning but are an aid in making credit statements which inspire confidence in the business efficiency of the farmer. Believing that the keeping of accurate records constitutes an essential part of successful farm management, the Tennessee Extension Service is developing and enlarging this phase of its work as rapidly as possible with the view of using data from studies of such records as a basis for the extension program of work in the State."



County Agent G. L. Cleland discussing farm records with a group of farmers of Pleasant Hill community, Obion County, Tenn., at an all-day community meeting. All of these farmers, including the two women, who are farm operators, kept farm records last year. Scores of meetings of this kind are held annually by Tennessee county agents.

bor income that year was \$199. In 1929 a gradual shift from hogs to seed production began, lespedeza seed being produced as a part of a soil-improvement program. The sale of lespedeza seed that year ranked next to cotton in importance. The labor income for 1929 was \$178. In 1930 a still further reduction in hog production with an increase in seed was made. In addition to lespedeza seed, soybean seed was added as a minor cash crop. The labor income in 1930 was \$444. In 1931 the hog business had decreased to a point where little more than the requirement for the farm was produced. The sale of lespedeza seed, seed corn, and Irish potatoes had increased to the point that the labor income for 1931 was \$579, as compared to \$199 4 years before in spite of the fact that farm prices as a whole had been declining during the entire 4 years.

radio talks were made in the interest of the farm-inventory movement. Special assistance was also given by all district agents and many specialists.

Reports from the agents indicate unusual interest shown by farmers in the demonstrations. Previous to the inventory week some 1,200 farmers were assisted in completing their farm records and their attention called to the inventory week, the farm plan, and the credit statements. During farm-inventory week 1,002 farm-inventory meetings were held, more than half of which were actual farm demonstrations. A total of 13,557 farmers agreed to keep farm records in 1935 following the inventory meetings, which were attended by 21,327 farmers of 93 of the 95 counties in the State.

"The growing interest that Tennessee farmers are showing in keeping records

Texas Plans Centennial Demonstrations

Demonstrations representative of those previously established will line highways in gala celebration of the Texas Centennial in 1936, according to extension service plans.

These centennial demonstrations will be established along certain main traveled highways leading to Dallas and other celebrating localities which have been designated by the district agents in conference with a special committee. Tying together the whole gigantic State-wide demonstration of the effective work being done by the demonstration method, it is proposed to place a huge map of Texas at Dallas. This map will indicate the highways along which centennial demonstrations are located.

The special demonstrators will be selected early in 1935 in order to have the demonstrations well under way by 1936.

Every demonstration developed on the highway in accordance with this plan will be typical of work previously established in the county, and the special demonstrator will be supplied with figures by the county agents as to how many similar demonstrations there are.

There will not be more than an average of one demonstration to each 5 highway-miles in any county.

A uniform marker for these demonstrations will be designed. As a special centennial demonstrator will bear the honor and responsibility of representing Texas agriculture to the thousands of centennial visitors, this honor and responsibility will be suitably recognized by a county-wide ceremony in the autumn of 1935 when the marker will be set if the demonstration has been developed to that degree of excellence worthy of the honor.

Good Meadows Point the Way

One-time Poorest Farm in County Now Has Best Meadows in Ohio

"THE POOREST farm in Trumbull County" was the way some of the oldtimers described the Trumbull County experiment farm when it was established in 1915. With a fairly level topography, a comparatively heavy clay topsoil and subsoil, and a soil reaction of pH 4.6 it undoubtedly was below the average in the county in productivity. The location was almost at the exact geographical center of the county, and the Trumbull silty clay loam and Volusia clay loam soil found on the farm represented the soil types prevalent over a large part of the county's crop land. The conditions found on the farm offered an excellent opportunity for experimental and demonstrational work.

Trumbull County then, as now, had more than half of its crop acreage in meadows for hay. Located in the heart of the dairy section midway between the Cleveland and Pittsburgh markets, the sale of milk constitutes the chief source of agricultural income in this and adjoining counties.

Corn, oats, and wheat in the order named are the chief grain crops grown. The grain crop yields on this type of soil are relatively low compared with the more fertile soils of western Ohio which are mostly of limestone origin.

The early experiments on the farm were planned to find, among other things, a type of cropping system which would provide a satisfactory rotation for dairy farming. Because the soil conditions were better adapted to the growing of hay crops than grain, emphasis was placed on finding an improved system of producing a high-quality roughage.

Attempts were made at growing alfalfa. On fields which were considered fairly well tile drained and had received a heavy application of limestone, alfalfa grew well over the tile lines, but in the areas between these lines the stand was unsatisfactory.

This alfalfa work was practically abandoned, as it was decided that it was better to rely upon seeding mixtures of red clover, alsike clover, and timothy which produced about 2 tons per acre where the acidity had been corrected. Some alfalfa seed was included in the regular seeding mixture, however, as it was found that a sprinkling of alfalfa was obtained

"Any future agronomy and dairy program in Trumbull County, which is primarily a dairy county, should be built around a better hay program", states County Agent Charles D. McGrew, who has come to this conclusion in watching the one-time poorest farm in Trumbull County grow the best meadows in Ohio. This county experiment farm is pointing the way to Trumbull County farmers, and Mr. McGrew is there to see that it is not hid under a bushel. No one has watched the work at the experiment farm with more interest, and no one is in a better position to describe the development and objectives of this farm than Mr. McGrew, the author of this article.

which helped both the yield and quality of hay.

In 1927 a seeding was made on a field which had received sufficient lime to boost the soil reaction above pH 6. A very noticeable amount of alfalfa was present in this seeding. Since that time the alfalfa-timothy meadows have become the most important part of the cropping system.

In the 3-year period, 1931-33, yields from 3½ to 5 tons per acre were harvested in 2 cuttings. The percentage of alfalfa ranged from 46 percent to 70 percent and the percentage of timothy from 13 percent to 36 percent. One field, which contained more than 50 percent timothy, produced 3 tons per acre in the first cutting in 1933. This was made on June 7, and the resulting hay analyzed 12.6 percent digestible protein. Other analyses have shown a protein content ranging from 12 percent to 14 percent. In 1934, 25 acres produced 112 tons of hay in 3 cuttings.

The advantages found in this system are: (1) A longer hay-making season, thus lessening the curing hazards; (2) insurance of satisfactory meadows if a new seeding fails, as established meadows have been found to produce satisfactorily for at least 4 or 5 years; (3) dependability in drought years as indicated by excellent yields in 1933 and 1934; (5) a higher quality of hay than ordinary clover-timothy mixtures or straight timothy; (6) a more satisfactory and more certain stand than is usually obtained with straight alfalfa.

Limestone, manure, phosphorus, drainage, and inoculation of alfalfa are believed to be the chief limiting factors in obtaining satisfactory stands and yields of these mixtures.

Milk-production costs in the county experiment farm herd have been materially lessened in tests where double the normal hay ration was fed with the grain ration reduced one-third and the ensilage reduction reduced two-thirds.

Cost-account data compiled by M. A. Bachtell, supervisor of county experiment farms in Ohio, show that the digestible nutrients produced in the alfalfa mixtures cost only one-half as much per unit as the nutrients in a 3-year corn, oats, and clover-timothy rotation.

Five years of less than normal rainfall with 3 years of severe droughts have brought the importance of this work forcefully to the attention of northeast Ohio farmers. Large acreages of emergency forage crops were produced in



The Trumbull County farm which was brought to life and made to produce some of the best meadows in Ohio.

1934 to supplement the short hay crops, but the expense of producing them has been comparatively heavy.

More than 1,200 visitors from 8 or more counties inspected the alfalfa-timothy meadows on the farm this last year. The Pomona Grange, dairy organizations, the county calf club, and other organizations have held field meetings at the farm.

Harold Allen, the superintendent of the farm, has been asked to appear at farmers' institutes in several counties of northeastern Ohio to tell the story of this hay work.

C. L. Blackman, dairy extension specialist, has emphasized the importance of the work in a 5-week course in dairy management attended by 75 dairymen in this county.

Earl Jones, extension agronomist, has discussed methods of obtaining alfalfa-timothy meadows in a 5-weeks' course in soils in Trumbull County for which 80 farmers enrolled. He has also given much assistance to farmers of the county in a series of four "better-forage" meetings for dairymen arranged in the county this winter by the county agent.

Seed dealers of the county have been advised by the agent through a meeting held last winter and by personal interviews, of the best sources and varieties of seeds and approved seeding practices for these meadows.

A county-wide "hay-day" was held at the experiment farm in 1932, and plans have been made for several field days at the farm this summer for farmers of this and adjoining counties.

The Ohio State University traveling soils laboratory, through arrangements made by the county agent, visited 22 of the county's 25 townships and tested soil for more than 300 farmers in the last 6 years. As many more have had soil tests made for growing alfalfa mixtures by submitting soil samples to the agent who mailed them to the soils and crops extension service at the university. Follow-up letters prepared by Mr. Jones have been sent to these cooperators each season with suggestions on obtaining alfalfa-timothy meadows. A series of letters will be sent them in 1935 on this subject.

The scoffers have ceased to scoff and are now rapidly falling into the steadily increasing ranks of farmers who are trying to grow this better hay.

"The poorest farm in Trumbull County" has long since ceased to apply, and, according to R. D. Lewis, extension and experiment station agronomist, the farm now has "the best meadows in the State of Ohio."

Mississippi Stimulates Use of Outlook

THE 1935 agricultural outlook for Mississippi was presented to a higher proportion of the farmers of the State than any previous outlook material ever prepared by the Mississippi Extension Service and the United States Department of Agriculture.

This statement is based upon the number of copies of the outlook report distributed to farmers, the number of outlook stories published by the weekly and daily newspapers, and the number of farmers who attended county outlook meetings. The State agricultural outlook report was based largely upon the 1935 national agricultural outlook prepared by the Bureau of Agricultural Economics, representatives of the Agricultural Adjustment Administration, and State extension divisions.

Subjects and commodities covered in the report included agricultural credit, domestic and foreign demand, cotton, cottonseed, dairying, hogs, beef cattle, sheep, horses and mules, poultry, tomatoes, cabbage, early Irish potatoes, sweetpotatoes, watermelons, strawberries, peaches, and farm family living.

Fifteen thousand copies of the outlook report were printed and distributed at county outlook meetings. This number proved inadequate, as the supply was quickly exhausted.

A series of 14 articles on the agricultural outlook, prepared by the extension service for the weekly and daily papers, proved to be the most widely published series ever furnished the press of the State. A check-up of about one-half of the newspapers in the State showed that more than 90 percent published the series.

"It is interesting to note some of the factors which influenced the press in publishing the 14 outlook stories", says F. J. Hurst, extension editor. "The initial story to the press told how the report was prepared and emphasized the authoritative source, importance, scope, and timeliness of the information it contained.

"In addition, a letter was addressed to the editors of all weekly and daily papers announcing that a series of 14 articles on the agricultural outlook for Mississippi in 1935 would be furnished to them for release. This letter emphasized the fact that the outlook information concerned each farmer in the State and that it represented much work and considerable expense, as the extension service had sent two of its economists to

Washington to assist in preparing the national outlook report, after which the State extension service had prepared the State outlook report. Therefore, the newspapers were furnished the latest and most authentic information available, without cost, for the benefit of their largest group of readers.

"The series was released to the press during the Christmas holiday season, when working forces were reduced and when timely material of this character was in demand", states Mr. Hurst.

County-wide agricultural outlook and farm-planning meetings were held in each of the 82 counties of the State. Three State teams, one for each of the three extension districts, composed of one extension economist and one district agent, assisted the county agents in conducting the county outlook meetings. The economist presented the outlook; the district agent discussed the State extension program; and the county agent made suggestions on adaptation of the outlook information to his county and outlined the county extension program.

According to incomplete reports, more than 25,000 farmers attended the county outlook meetings, despite the unfavorable weather which prevailed during most of one week. The meetings were held during the period from January 15 to February 15. Following county meetings, many of the county agents have held community outlook meetings.

GOOD home-made bread! It looks good; it tastes good; it is good." This is the slogan that has challenged more than 10,000 Kansas homemakers in the State-wide bread-making campaign which was completed in March.

Simplified and improved methods of bread making were demonstrated in 25 Kansas counties by home demonstration agents and in 58 counties not having home demonstration agents in the last 3 months by Helen Brewer and Glyde Anderson, foods and nutrition specialists of the Kansas State College Extension Service, Manhattan. Miss Anderson was assisted by Miss Ellen Blair, also of the extension service. Miss Brewer demonstrated in 29 counties in the eastern part of Kansas, while Miss Anderson and Miss Blair gave 23 demonstrations in western Kansas. The average attendance at these meetings was 110.

Cooperative Business Analysis

Measuring cooperative business with an efficiency yardstick as a demonstration in better business methods is the function of a rapidly growing project of the Kansas Extension Service here described by Vance M. Rucker, extension economist in marketing.

ASURVEY and business analysis of cooperative elevators to encourage better business practices was undertaken by the Kansas Extension Service in 1931 and since that time has been more and more in demand. The project consists of taking the audit of the cooperative association, analyzing it from a purely business standpoint, and comparing the findings to definite business standards.

Interesting Record

This comparison involves the factors shown on the typical factor sheet for cooperative no. 92. The 3-year record of this particular cooperative elevator is interesting, as the organization took into serious consideration the recommendations made in their analysis, and the record shows progress. One outstanding result of the business analysis, as shown by no. 92, is that when an association changes to operation on a cash basis, it invariably increases its total sales within a year or two. In most associations, doing away with sales on credit tends to avoid heavy losses on poor accounts, thereby reducing the margin of cost of doing business.

In addition to the factor sheet, a measuring stick is used, designating the factors at the top of the chart with desirable standards in the center so that the reports of individual organizations may be shown above or below this standard, as the case may be.

A complete discussion of the factor sheet and measuring stick is contained in a letter addressed to the board of directors of the cooperating association. Of course these comparisons and reports are treated confidentially with the board of directors of each cooperating association, all comparisons being made by number only and not by name.

Other factors included in the analysis of an association are a check of its by-laws, to see that they comply with State and Federal laws, and a check of the membership to see whether the members are producers or nonproducers, with a statement telling whether a stockholder is a tenant, landlord, or owner-operator. In the case of association no. 92, this

check revealed that only about 60 percent of the stockholders could furnish any business, as approximately 40 percent had become nonproducers. This organization changed its bylaws to allow patrons to become members and also arranged to allow the nonproducer to receive the money he had invested in stock over a period of years. This was accomplished by changing the stock to a \$10 membership with no interest paid. The \$10 membership belongs to the company, but the nonproducer receives all the rest of his investment except the \$10. This seems to be a possible answer to the membership problem of older men becoming nonproducers and a way of surmounting the difficulty of interesting the young producer.

The real benefit comes from the follow-up meetings and contacts. Although the analysis is written out in the form of a letter to the board of directors, the letter is not mailed but is returned by the extension economist in person so that he may discuss the various problems with the board of directors and the stockholders. The most good develops after the third or fourth analysis meeting with the directors. A cloth chart like the measuring stick is used in these meetings.

Colored ribbons representing the lines on the individual analysis for each year are placed on the chart with exhibitor tag pins so that the chart may be readily changed for each meeting. A representative of the regional cooperative association to which the local belongs accompanies the extension economist in making the return analysis to the local association.

Grain-Marketing Associations

The regional and national grain-marketing associations have become so well impressed with this work that they have cooperated this year by furnishing a scholarship for a graduate student to assist with the analysis part of the program and by defraying a part of the traveling expenses incurred in obtaining the surveys and returning the analyses. The project was started in 1931 with 35 cooperative elevators. In 1934, 141 organizations were analyzed. Additional requests from other organizations for surveys and analyses have extended the number to 170. The work now requires practically the full time of two extension economists, a graduate student, and a part-time clerk, as well as a part of the time of one member of the department of agricultural economics, Kansas State College, who assists with the project in an advisory capacity.

This type of analysis has been very effectively applied to the cooperating re-

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Factor sheet

No. 92. Name _____ Address _____

	Years ending May 31—			Desirable
	1932	1933	1934	
I. Working capital analysis:				
1. Relation of current assets to current liabilities	1.45 to 1	1.69 to 1	17.52 to 1	2 to 1
2. Ratio of cash and receivables to current liabilities	.46	.35	.39	1 to 1
3. Ratio of cash to current liabilities	.09	.06	.26	.2 to 1
4. Ratio of sideline sales to receivables	8.20	17.06	121.59	12 to 1
5. Ratio of net working capital to inventory	.54	.545	1.24	1.5 to 1
6. Percent receivables are of current assets	25.72	17.00	.2.9	40% or under
II. Fixed capital analysis:				
1. Ratio of sales to fixed assets	8.05	8.34	13.58	8 to 1
2. Ratio of net worth to fixed assets	1.37	1.43	1.0	1.5 to 1
III. Analysis of capitalization situation:				
1. Ratio of net worth to debt	1.66	2.27	34.76	1.5 to 1
2. Ratio of fixed assets to fixed liabilities	No fixed liabilities	No fixed liabilities	No fixed liabilities	2 to 1
3. Ratio of surplus to outstanding stock	Deficit	Deficit	Deficit	1 to 1
IV. Analysis of financial results of operation:				
1. Ratio of operating costs to gross income	1.004	.983	.978	.97 to 1
2. Ratio of cost of sales to sales	.925	.893	.919	.93 to 1
3. Ratio of cost of wheat sales to sales	.938	.895	.935	.95 to 1
4. Ratio of cost of other grain sales to sales		.89	.938	.93 to 1
5. Ratio of cost of sideline sales to sales	.896	.89	.884	.85 to 1
6. Ratio of salaries and wages to total operating expenses	.54	.41	.421	.6 to 1
7. Ratio of salaries and wages to gross sales	4.3	3.7	2.4	2%
V. Volume of business analysis:				
1. Membership needed	1,404	1,404	1,000	100
2. Capacity turnover	9.02	7.3	6.1	10
3. Percent of membership patronizing company	64	64	100	100

¹ Includes other income.

South Dakota Enjoys the Drama



These are the players and this the stage setting of the winning play in the 1935 Rural Adult One-Act Play Tournament.

DURING the early winter of 1934-35, farm people of South Dakota staged at least 106 one-act plays. This concrete evidence of interest in dramatics has grown from the mere germ of an idea in 1931.

In 1931 at the annual farm and home week held at the South Dakota State College, the Corson Dramatic Club from Minnehaha County staged a play which met with the approval of a large audience. Mrs. Eugene Swenson, leader of this club, suggested that a play contest become a regular feature of farm and home week.

The extension service liked her suggestion and in the following year acted upon it, sponsoring the first annual adult one-act play tournament. Six plays were entered. Eight plays competed in 1933. Then, in 1934, the interest in the tournament had grown to such an extent that it was necessary to hold county elimination tournaments in order to limit the number of plays competing at Brookings to conform with production facilities. A full house witnessed the finals in the State tournament which was won by the T. N. T. Club of Davison County presenting *Elmer*. Nineteen county champion casts competed.

As the farm and home week of 1935 approached, 38 counties indicated that they would enter plays in the tournament. This called for further rearrangement of plans, as that many champion casts could not be accommodated at Brookings. Therefore, county elimination tournaments were first held, and then four district tournaments. Two plays from each district became eligible to compete in the State tournament.

Before a crowd taxing accommodations, the Inter-Lakes Players of Lake County won the State title with Thursday Evening.

All of the 106 plays given in communities through the State have helped to make rural people of South Dakota more appreciative of worth-while dramatics and have fully justified the hope of the extension service, which in 1932 led to the beginning of the rural adult one-act play tournament. S. W. Jones, specialist in rural sociology, is the generalissimo who directs this large army of dramatists.

The South Dakota Extension Service maintains a library of approximately 100 plays for the use of rural communities.

A new contest now claims a portion of the spotlight which has shone so brilliantly upon the play tournament. In 1934, nine quartets entered the annual quartet contest sponsored by the extension service during farm and home week. Fourteen foursomes competed in 1935. Winners in the three divisions were the Troien male quartet, the Rutland women's quartet, and the Brandon Extension Club mixed quartet.

THE VALUE of tattooing a permanent mark on the wings of poultry is well set in the mind of C. A. Nixon of Weld County, Colo. He missed 31 of his prize turkeys one morning; 2 days later they were returned. The thieves had found Mr. Nixon's mark, "NS 12121", on the left wing of every turkey and did not want to handle such dangerous evidence which could be used against them.

SO SERIOUS today is the loss of topsoils and of ground-surface moisture that continuance of the present rate for another century would jeopardize the very existence of a self-sustaining agriculture in the United States.

It is suggested that every unit of land in the United States should be inventoried as to its physical characteristics and best uses; and that there should be carried forward an educational campaign of allocation to use and of farm practice which will preserve for the generations to come this rich heritage of soils with which nature has endowed the United States.—From the report of the Mississippi Valley Commission of the P. W. A., October 1, 1934.

Cooperative Business Analysis

(Continued from page 39)

gional groups, helping to outline their policies and courses of action.

Although it is true that most of this work has been applied to cooperative elevators, the standards can be applied to other cooperative marketing or purchasing associations. A definite method of procedure has been outlined that can be offered to any type of cooperative marketing or purchasing association which is willing to cooperate and to work out a definite plan of work. When this has been done and funds are available for the required help, work can be carried further. Plans are now being made to work with at least one regional cooperative purchasing association.

The project has led to the organization of 11 county cooperative councils, composed of managers and directors of all cooperative marketing associations within the county; representatives of the county grange, farmers' union, and farm bureau; together with the county agent and vocational instructors, junior vocational leaders, and senior and junior 4-H club leaders. The county cooperative council is a real cross section of the county where an exchange of ideas can take place. At the monthly meetings, outlines help to direct the discussion to cooperative marketing and agricultural adjustment.

The project has thus developed a very effective program for getting all local farm organizations to work together, as well as means of encouraging the adoption and practice of better business methods. These councils have been very effective in controlling promotional schemes.

4-H Honors Reduce Competition

THE PLAN of awarding honors to recognize steps in the development of the 4-H club members in Rhode Island is proving very satisfactory. Perhaps one reason for the success of the plan is that the method of making awards provides that publicity for those attaining the lower grades of honors

will not be submerged by the reports of their more experienced or otherwise more successful fellow members. By making the first awards, namely, completions and local honors, at local or interclub meetings near the end of the club year an opportunity is given for the name of every member reaching at least the completion grade to be mentioned publicly and to be used in the club report in the local newspaper. At this time no mention is made of any higher awards as they have not at this time been announced.

The county achievement days are held toward the end of October, and here the county awards are made, thus giving the opportunity for publishing these lists in the papers. Early in November comes the State 4-H Honors Day when those who have attained State or highest honors are appropriately recognized.

To carry out this program it has been necessary to establish standards of honors for the projects simple enough to be used by inexperienced leaders, and yet sufficiently accurate to be fair measures of progress. A study of the records of outstanding members over a period of years shows that the members who improve in quality tend to increase in the quantity of work done. This correlation has been helpful in setting minimum standards of honors, although the size factor is not considered as a hard and fast rule.

In each project an effort has been made to find one measurable factor that would indicate the progress made. This, coupled with a minimum size, gives the respective honor standard. For instance, the Rhode Island 4-H honor standards for poultry members having laying flocks are as follows: Completion—10 birds, satisfactory records submitted; local honors—10 birds, average 140 eggs per bird; county honors—15 birds, average 150 eggs per bird; State honors—20

Rhode Island has a plan of 4-H honors which aims to recognize all steps in 4-H achievement whether of the youngest, or the oldest, or the least ambitious, or brightest member. This plan is free from competition except that involved in competing with one's own best record, and the plan works. "It works because it provides adequate recognition for the efforts of every member; the glory of public mention is not limited to the superior few", says L. F. Kinney, Jr., State club leader in Rhode Island, of the State 4-H honor program which he describes in the following article.

birds, average 160 eggs per bird; highest honors—"awarded to members most nearly attaining perfection in their projects." It is of interest to note that last year the average for all members attaining State honors in this project was 48 birds, average 169 eggs per bird.

In the home-economics and handicraft projects the standards are in terms of fair, good, or very good work (all articles are required to be scored) with a minimum number of articles being set for each project. In clothing or handicraft 6 articles are required for completion, 7 (fair quality) for local honors, 8 (good quality) for county honors, and 10 (very good quality) for State honors. The average number of articles made by State honor winners in the clothing project last year was 26.

Each member submits an individual summary card at the end of the year, and the leader, when approving, indicates the honor for which the member is recommended.

This system gives progressive recognition each year to every member who has made appreciable progress, even if small, while there is no limit to the rate of progress for those with ambition or ability. For instance, some may take several years to reach county honors but receive a badge of higher annual grade each year, while others may attain State or even highest honors in a couple of years.

Members who have completed a project are awarded the official bronze badges without indication of year (or certificates entitling them to wear these badges). Local honors, which are awarded if appreciable effort has been made above

meeting the completion requirements, entitle the member to wear the badges indicating the number of years this honor has been won (bronze for first 4 years, silver for fifth, and gold for sixth). Thus for the average member who does not reach the county standards there is the incentive to continue to exert

his best efforts each year in order to be awarded the next higher badge.

But, many members make progress far above the average, and for these there are the county and State project honor certificates, followed, if satisfactory development occurs, by election to the 4-H All Stars and the honor of wearing the prized star on the background of a four-leaf clover. For those with most outstanding records there are the highest awards of all, the highest honor certificates, and the possibility of out of State



A group of 4-H club members awarded State honors in Rhode Island.

trips to the sectional 4-H camp at the Eastern States Exposition, the National 4-H Camp at Washington, and the National 4-H Congress in Chicago.

Of course, the system of honor awards is only one of many means of encouraging better work, others being good leaders, improved training methods, and the like. However, it is estimated that the number attaining the standards of quality established for State standards has increased in Rhode Island over 50 percent since these standards were announced 2 years ago.

California Law Aids Orderly Marketing

CALIFORNIA has been a pioneer in methods of controlling supply to facilitate orderly marketing. In keeping with this tradition, an agricultural prorate act was passed in 1933 and is being used successfully with 10 different commodities. William C. Ockey, recently appointed extension economist with the Federal Extension Service, who has been working on these programs as extension marketing specialist in California, here describes the act and how it is working.

The California State Legislature in 1933 passed the Agricultural Prorate Act which is designed to afford the producers of any agricultural commodity an opportunity to unite all of that commodity under a marketing control program which would reduce or eliminate losses often sustained through harvesting, preparing, and shipping to market more of a product than can be sold at prices reasonably profitable to producers. The act contemplates the regulation of the entire flow of a given commodity to market, thus avoiding alternate gluts and famines and making possible a greater stability of prices. This is accomplished by curtailing, when necessary, the shipments of each producer by the same proportionate amount and enforcing this curtailment.

Perishable Crops

Producers of almost any perishable and semiperishable agricultural crops in California in which a surplus exists at some time during the marketing season may take advantage of the provisions of the act. An important exception to this statement arises, however, in the case of those crops which are produced competitively in other States. No proration program under the act would be initiated for any farm product unless the production in California enjoyed at least some period in the marketing season which was relatively free from competition with similar produce grown in other regions. Furthermore, all directly competitive districts within the State which produce the crop to be prorated must be included in the same proration zone.

The operations of the Prorate Act are supervised by the Agricultural Prorate Commission created for this purpose. The nine members of this commission serve without salary. Four members are producers, a fifth member represents commercial handlers of farm products, a sixth member represents cooperative

handlers, and three additional members represent the interests of consumers.

The procedure necessary to establish a proration program for any crop is: First, the filing of a petition which must include (1) a legal description of the district or districts comprising the proposed proration zone, together with a map thereof; (2) a general statement of facts showing the necessity for the institution of the program; and (3) the signatures of at least two-thirds of the producers and the owners of two-thirds of the production in the proposed zone. Second, a hearing is held by the prorate commission, after 10 days' notice has been given in a newspaper of general circulation, at which all interested parties for and against the proposed program are heard. At the hearing the petitioners for the program must show that (1) the petition is signed by the required number (two-thirds) of producers and owners; (2) the program is necessary to aid in conserving the agricultural wealth of the State and preventing economic waste; and (3) the proposed proration zone includes all of the producing territory in California reasonably necessary to make such a program feasible. Third, the prorate commission, if the hearing develops the need for a proration program, then institutes the program in the zone. The commission selects a proration program committee of 7 members, 5 producers and 2 handlers, which supervises the administration of the proration program. The program committee determines the method, manner, and extent of proration and appoints a zone agent who, with the approval of the commission, manages the proration program.

Certificates Used

The program is controlled, financed, and enforced through the use of primary and secondary certificates. Primary certificates indicate in a general way the total quantity of the commodity under proration which the producer will have for marketing during the season. The certificates usually are issued on an acreage basis. Secondary certificates control the actual harvesting and amount of the commodity, that may be delivered in each prorate period. The secondary certificates must accompany all deliveries of the product to market. Fees are charged for both primary and secondary certificates in order to meet the expenses of the prorate program.

The provisions of any program may be enforced upon violators by (1) prosecution criminally under misdemeanor complaints; (2) civil suits for \$500 penalties for each violation, and (3) court orders enjoining from such violations. Any one or all three of these methods may be used against violators.

Ten prorate programs had been put into effect in California up to January 1, 1935. These covered lettuce, sweet-potatoes, Irish potatoes, artichokes, tomatoes, Concord grapes, Gravenstein apples, and celery. One of the most successful of the programs, the second to be inaugurated in California, covered dry-pack lettuce produced in the Santa Maria Valley district for shipment into Los Angeles. This program was started on May 4, 1934, and continued in operation through November 3, 1934. No ice-pack lettuce was included under the prorate but was shipped without restriction.

Lettuce Included

A total of approximately 8,400 acres of lettuce was included in this proration program during 1934. Total shipments in 1934, including both dry-pack and ice-pack lettuce, were 25 percent greater than in the 1933 season. Dry-pack shipments increased 16 percent while ice-pack movement showed a 50-percent increase. At the beginning of the 1934 season in March, the average price received per crate was lower than in 1933. After the inception of the prorate program in May, the price increased greatly to an average of almost \$2.50 per crate. Thereafter, prices decreased with increases in shipments, but, despite the movement of a much larger volume of lettuce in 1934 than in 1933, the average prices received during the major part of the season were higher in 1934.

The lettuce prorate program was directed by a program committee of seven members which met weekly each Friday afternoon during the season. The principal function of the committee was to determine the volume of shipments that was to comprise the prorate for the week beginning on Sunday following the meeting. In addition to this major function, the committee analyzed carefully the field reports of inspectors which were submitted each week and heard and settled any complaints of growers and shippers which arose during the operation of the prorate. The committee

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Adequate Production Credit

THE FARM CREDIT situation is always a vital factor in successful production and marketing, as every county agent knows. As one of the means of relieving a distressed farm credit situation, the production credit associations of local farmers under the supervision of the Farm Credit Administration have won a place for themselves. At the annual meetings of these 600 or more associations held early in

When the loans were being made last spring, there were so many papers to sign, so many records to clear, that we were accused of running a school of penmanship, and it was considerable trouble for the average farmer to run the gantlet from application to disbursement. The collecting process, however, was simple and the interest astonishingly small, so much so that it was easy to see the pleasant surprise on the faces of the bor-

every borrower, and when a borrower came to the office the secretary-treasurer made a point of calling him by name and taking an interest in him as a friend and customer.

"Disbursements of proceeds of loan were never mailed to borrowers. Each month, just before the 15th, a card was sent to every borrower who was to receive a payment, asking him to come in and get his payment. When he came the secretary-treasurer had a talk with him about weather and crop conditions, not only on his own farm but on his neighbor's farm and the farms along the road between the office and his farm. In this way we got a full report of conditions over the whole county at least once a month without having to ride a mile to do it.

"The production credit association has barely made a dent in the surface of the possibilities of its usefulness. Only a small percentage of the better class of farmers have availed themselves of this form of credit, and we believe that by careful and persistent publicity our volume should be doubled within the next year or two."

Serves Iowa Farmers

Loans to 90 farmers averaging about \$1,200 each, budget loans against which the farmer can draw when he needs the money, thus saving interest, loans that have helped farmers to ward off liquidating before the proper marketing time--these are some of the services that the Perry (Iowa) Production Credit Association has extended to farmers in five counties. This association is one of 17 such groups organized in Iowa to provide farmers with ready credit at reasonable interest rates.

During the first 8 months of its existence, according to Lucien S. Doran, of Boone, secretary-treasurer, the association made approximately 90 loans to farmers, totaling about \$108,000. Only farmers who are stockholders in the association may obtain such loans.

A large amount of money has been for feeder loans to be used either to buy feed or feeders. The association, as is true of all such groups, will lend money for either feed or livestock but not for both unless there is additional security offered. The buying of both feed and livestock is considered speculation and is not the type of activity the production credit association is intended to assist.

Under the budget-loan plan a farmer may establish his credit for a certain



An inspector of the Muncie, Ind., Production Credit Association inspecting hogs offered as collateral by Howard Cecil, who is using credit facilities to finance his current production needs.

the year there were more than 60,000 farmers taking part. An average of 106 farmers attended each of these meetings. In the New Orleans district, comprising the States of Alabama, Mississippi, and Louisiana, the average attendance was 275. Such a record indicates that farmers are whole-heartedly supporting their new short-term credit set-up and are shouldering the responsibility of maintaining their cooperatively operated associations.

The following short accounts of the first year's work from four of these associations, representing different geographical regions, are typical of hundreds of others.

No Loans Carried Over

Not one cent of this year's loans will be lost or carried over, is the deservedly proud report of the Bennettsville (S. C.) Production Credit Association on its first season of operation. The whole amount of \$112,800 on 171 carefully selected loans has either been paid or is in sight.

"In fact", says E. Chamness, secretary-treasurer, "in all my long years of experience in making and collecting loans, this is the first time I ever have known the collecting season to be far more pleasant than the lending season.

rowers when informed of the amount due.

"Under the leadership of County Agent W. D. Wood of Marlboro County, 20 of the county's progressive, well-to-do farmers organized the Bennettsville Production Credit Association at Bennettsville, S. C., on December 14, 1933. Farmer applicants had been reading about this new and attractive method of production finance, and almost before the association was well organized applications for loans were piling up.

"Some factors of importance in the fine record made were the marvelous crop year and the fact that the Bennettsville Production Credit Association is a single county unit serving a county unsurpassed anywhere in the character of its people and record of productivity. The borrowers had a mind to pay; the land produced abundantly; and we, the officers of the association, gave them the necessary encouragement to pay and protect, preserve and perpetuate their line of credit.

"No loans were made without a thorough investigation by a first-rate inspector and in all doubtful cases by officers and directors of the association. By the time the loans were closed, the secretary-treasurer was personally acquainted with

amount of money, say \$1,000. If he needs \$300 immediately, he takes that amount. If he needs another \$400 in June, he draws out the \$400 at that time, and interest does not start until he gets the money. He gets the other \$300 when he needs it. Interest on each loan stops as it is repaid, and payment may be made by installment.

A large number of barnyard loans are being made. Under this type of loan, cattle, horses, sheep, hogs, and equipment are taken as collateral. The association, however, refuses to take horses, machinery, and equipment as a basis for repayment of a loan because the committee does not want to foreclose on any farmer when such action might mean that he would have to discontinue business. If necessary, they could foreclose on liquid livestock, but the farmer still would have his horses and equipment to continue farming. Any farmer receiving a loan must submit a plan of repayment showing from what source this will be received. The committee is very careful to make only sound loans.

An example of how this association is aiding farmers is found in the case of the man whom we will call John Doe. This man had been to a bank and had been promised all the money he wanted. He bought about \$2,900 worth of cattle and then purchased feed. Before he had finished feeding the cattle the bank found it necessary to call the loan, suggesting that he sell the cattle.

This man was able to obtain a production credit association loan for \$4,000. It happened that the market went up a little later, and he sold part of the cattle and a few hogs and paid off \$2,900 of the loan. At that time he still had three-fourths of his cattle left.

Helps the Farmer to Help Himself

The Salisbury Production Credit Association began to function near the end of January 1934. "It would be almost impossible to tell just what valuable service this small production credit association has rendered to the farmers it is serving in the three Maryland counties, Worcester, Somerset, and Wicomico", says Eugene S. Maddox, secretary-treasurer of the association.

When the association was organized it selected as its board of directors three successful farmers from each of the counties mentioned, so that it would have a key man in each section of its territory.

After the organization, the next step was to inform the farmers that they now had available a production credit association where they could obtain credit on sound banking principles, and that their credit problems would be handled by practical farmers who were familiar with their needs.

This was the contribution of the county agents in the three counties, J. P. Brown in Wicomico, C. Z. Keller in Somerset, and Robert T. Grant in Worcester. They each explained the set-up and the principles of operation of the production credit association at various group meetings of farmers. They gave liberally of their time and the facilities of their offices.

The bank cashiers in the open banks, as well as in those that were closed were very helpful. Mr. Maddox visited each bank cashier in the three counties and told him that the association wanted to cooperate with the banks by extending sound credit to farmers who had a good rating. It was explained that, in the

opinion of the association, it would be a great help to the banks by assisting farmers in their financing. The bank cashiers told of cases in which banks could not extend more credit, due to certain banking regulations, but in which the farmers were absolutely good and, if the association could make loans to them, it was the conviction of the cashiers that the farmers would repay their loans and also would be able to reduce their loans at the banks when the crops were harvested.

Since the association has been functioning, farmers who were good, sound risks and who had loans with monthly finance companies to which they were paying tremendous costs on such loans have been helped. They were good risks because the loans made them have been repaid in full. They welcome the new credit service.

One case will show the type of service given. A farmer in the spring of this year came to the association and said he was in distressed circumstances. Due to low prices and storms, he had not been able to pay some bills contracted previously, and his credit seemed cut off. After studying his case carefully, having his chattels appraised, and checking up on his farming ability, the association lent him \$500. As soon as his crops were harvested, this loan was repaid in full, and it has given him courage to again take his place among our successful farmers.

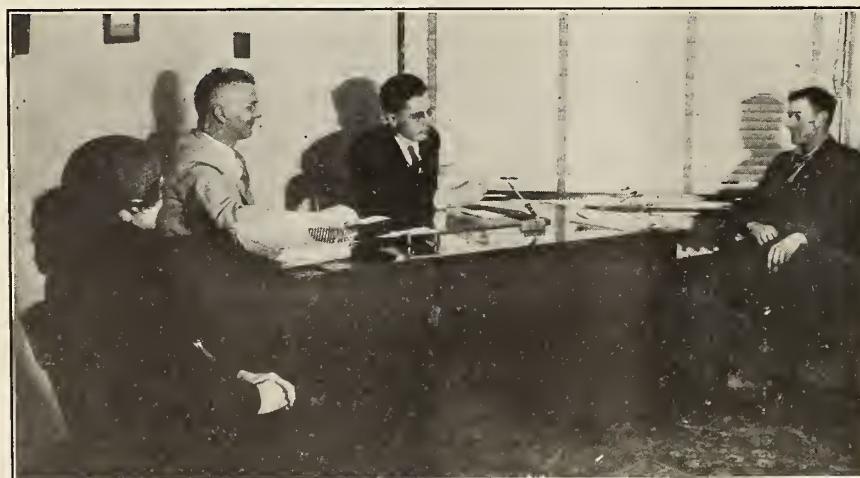
The production credit association helps the farmer to help himself.

Facilitates Livestock Marketing

Through the establishment and operation of the Montana Livestock Production Credit Association, a State-wide co-operative organization with headquarters at Helena, Mont., stockmen are provided with an agency that affords a systematic method of financing and which in turn promotes the orderly marketing of livestock. It is giving them an opportunity to direct their own operations on a co-operative businesslike basis, which is re-establishing confidence in the future and providing a new sense of security.

The association, which is set up under the program of the Farm Credit Administration, has been in operation a year and is now on a paying basis. It was organized in February 1934 and started operations March 1, with J. E. Murphy as vice president and manager, and W. A. Bell, secretary-treasurer.

It is estimated by officials that the association will show a profit of approximately \$15,000 at the end of the first



An Ohio farmer applies for a loan from the Blackswamp Production Credit Association, serving northern Ohio counties.

year. The profits will be used first to build up a suitable reserve fund and then will be reflected back to the stockmen who are the stockholders, as well as the borrowers, in dividends or reduced interest rates.

Since it started operations March 1, 1934, the Montana Livestock Production Credit Association has made 65 loans for a total of \$1,500,000. As the organization handles only the larger livestock loans, the minimum being \$7,500, only about 300 loans are available in the State. One-fifth already have been closed. With such a set-up the overhead of the association may be kept at a minimum, insuring maximum efficiency and benefit to stockmen.

Needs of the borrower are ascertained for each month at the beginning of the year, and if he should need \$1,000 on January 1, the check is mailed in time to reach him on that date. This system eliminates the objection of doing business away from home.

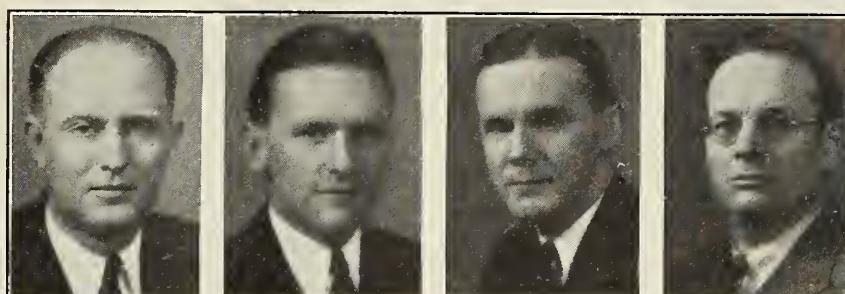
The association creates a source of credit available at all times on approved security, enabling the livestock grower to produce and to market in an orderly manner instead of being forced to sell when markets are low and to hold back when markets are high, a decidedly undesirable procedure which characterized former financing and marketing methods. In many instances, sources of livestock credit withdrew credits when the first cloud appeared on the financial horizon and forced livestock liquidation on falling markets.

Montana stockmen, for the most part, are conservative and were generally opposed to the principle of the new set-up, but once in they have remained with the association and are enthusiastic over its prospects. The present loans are well scattered through the livestock areas of the State, except in drought regions.

The program is designed for permanency. The Regional Agricultural Credit Association was organized to fill the livestock credit gap during acute early depression days. The new organization is authorized to take over loans from the regional where the status of the loan and security justify.

Loans ordinarily are made on a chattel-mortgage security and are disbursed after approval by the intermediate credit bank, the rediscount agency. The association, however, has a means for serving clients in an emergency. A \$25,000 loan fund is maintained for immediate service, and such loans can be made without delay. Such emergency loans can be made on approved financial statements.

New Extension Economists



W. B. Stout

W. C. Ockey

W. Bruce Silcox

J. L. Robinson

THE EXTENSION section in agricultural economics in charge of H. M. Dixon has been strengthened by the addition of four specialists: Dr. W. C. Ockey and Dr. W. B. Stout, who will give special attention to the marketing problems of extension agents, and Dr. W. Bruce Silcox and J. L. Robinson, working in cooperation with the Farm Credit Administration, succeeding L. S. Ellis and C. G. Garman.

Dr. Ockey comes from California where he has been extension specialist in farm management and marketing for the past 4 years. He is a graduate of the University of Utah, taking his graduate work in agricultural economics at the University of California. Dr. Ockey will cooperate with extension workers in educational work in the marketing of fruits and vegetables and in Agricultural Adjustment Administration agreements.

Dr. Stout comes to Washington from Indiana where he has been extension marketing specialist since 1931. He is a graduate of the Ohio State University where he also received his doctor's degree in agricultural economics in 1930. Dr. Stout will work on the educational phases of the marketing-facilities plan in cooperation with the Federal Emergency Relief Administration and also on extension livestock-marketing programs in the North Central and Western States.

J. L. Robinson brings to his work years of practical experience as a county agent and as a vocational agriculture teacher. For 7½ years he served as a county agent in Tennessee and 3½ years in North Carolina. He is a graduate of the University of Tennessee and has taken

graduate work at the University of Tennessee and Cornell University. He is carrying on educational work with extension agents and vocational agriculture teachers along the line of farm credit throughout the territory covered by the six Farm Credit Administration districts from Baltimore, Md., to Houston, Tex. Dr. Silcox is doing the same kind of work in the northern Farm Credit Administration districts from Springfield, Mass., to Berkeley, Calif. For the last few years, Dr. Silcox has been working with the Minnesota Extension Service on marketing problems in connection with the dairy enterprise. He received his doctor's degree in agricultural economics from the University of Wisconsin.

Meetings Aid Utilization Plans

A serious problem faces Blair County, Pa., in the utilization of thousands of acres of abandoned farm lands which have little or no agricultural value. Much of this land is located in small areas on farms in the foothills of the Allegheny Mountains.

While a certain percentage of this area could be again built up for agricultural purposes, it is believed that most of it should be planted to forest trees.

In the interest of encouraging land-owners to reforest areas having little agricultural value, 16 planting areas of from 1 to 25 acres have been segregated, and are now being used as demonstration areas to show what returns may be expected from such operations. Some of the demonstration areas are 15 years old, and some trees are 25 feet high. The plantings are largely red pine and white pine.

Five reforestation meetings were held in the reforestation areas, and more than 5,000 trees were planted by the 104 persons who attended the meetings.

Although this association is State-wide and handles the larger livestock loans, Montana has 10 district production credit associations operating on a similar set-up through which the smaller stockmen and farmers may obtain financial assistance.



EXTENSION work in child care and development and parent education will be aided in 1935 through the efforts of Lita Bane, employed through a co-operative arrangement with the National Council of Parent Education and the Extension Service.

Miss Bane will represent the Bureau of Home Economics and the National Council of Parent Education in subject matter and be responsible to the Extension Service for her administration and contacts in the field.

Miss Bane is well known to extension workers as home demonstration leader in Illinois from 1918 to 1923 and as associate editor of the Ladies Home Journal, 1929 to 1934. She also served as executive secretary of the American Home Economics Association, 1923 to 1925, and as president of that association from 1926 to 1928. She is a graduate of the University of Illinois, with a master's degree in home economics from the University of Chicago.

California Law Aids Orderly Marketing

(Continued from page 42)

made adjustments in production estimates when it was shown that such adjustments were equitable. Two regular field men were employed to make estimates of the available production, and one other field man was used on a part-time basis. Every lettuce field was measured in making these estimates, and it is believed that the results were as accurate as could reasonably be obtained.

Financing of the program was arranged by the assessment of 25 cents per acre for primary certificates and 1 cent per crate for secondary certificates. The total cost of the program did not exceed \$1,000 per month but would have been somewhat higher had not some of the services been rendered gratis.

The majority opinion of growers and handlers in the Santa Maria district was that the lettuce proration program in 1934 was a success. It is anticipated that the program will be put into operation again for the 1935 season. There were complaints and attempted violations of the program, but these were dealt with in a manner which allowed for no favoritism. The matter of enforcement is of primary importance in the operation of

any program, and it must be accomplished in a manner equitable to all.

Home Demonstration Broadcast

Home demonstration agents and the State colleges of three States, New York, Massachusetts, and Vermont, are broadcasting a new weekly program, a Women's Corner of the WGY (Schenectady, N. Y.) Farm Paper of the Air.

The program offers an opportunity to use variety in human interest and experience stories as well as timely home information. It also gives a picture of the many services offered by the Extension Service. It is planned to have at least 75 percent of each program devoted to answers to specific questions which home demonstration agents and specialists have been recently asked, the remainder of the program to include information on subject matter and projects in home-bureau programs.

At a recent meeting at which the home demonstration agents, who were to take part in the program, met to discuss the new plans and the advantages they offer over the old stereotyped form of talk given in the past, five home demonstration agents repeated the last question asked them before they left their county to come to the meeting. The five questions reported were: Can I depend upon certain brands or trade marks when buying canned food? What should I look for when buying a mattress? Where can I get new and interesting materials for community recreation? What are some suggestions for a local home bureau officer for preventing friction among members of her group? Can a water softener be included in soap-making ingredients? Each of these questions would make an excellent theme for a radio talk and none had been presented in the radio program put on by this group of agents within the last 5 years.

County 4-H Enrollment Doubled

A 3-day 4-H club camp, held at Camp Ruth, was just one of the many activities of the Yuba County, Calif., boys and girls. This was the fourth camp to be held at the 10-acre site which was given to the 4-H clubs by the local forest ranger. The 1934 camp was the largest ever held, with an attendance of 150 during the entire period and with more than 200 in attendance the last day of camp. A very interesting educational and recreational program had been ar-

ranged by County Agent M. D. Collins and Dan Ruth, the county forester. A few club members from Sutter County attended the camp. The cost of the entire camp, including 7 meals, was only \$1.50 per club member.

Success was not only attained in the camp, but the enrollment of project members for 1934 was almost double that of 1933, and local leaders and club members alike have expressed increased interest in their work. Practically all the clubs carried some community project during the year. They landscaped schools, churches, and community buildings, put up road signs, and in other ways aided in their community's improvement.

The senior 4-H club made a tour to the campus of California University. The 33 members making the tour were entertained as guests of the student body of the school.

Then rounding out a year of activity, the annual achievement day was held November 30, when achievement pins were presented to 171 club members.

TREE PLANTING by 4-H club members in New York State hit a new high this spring, with 1,216 club members planting trees on their home farms scattered through 43 counties. Oneida County leads with 108 new tree planters. Delaware County is second with 89. When this spring's planting is done 4-H club members will have accounted for the planting of 9,114,000 trees since 1926.

Each club member plants 1,000 trees and keeps a record of the growth. The records show that 71 percent of trees planted by the club members have survived.

Students of vocational agriculture are also taking hold of tree-planting work with a will. Four hundred and ninety-two future farmers from 105 schools planted 492,000 trees on their home farms this spring. Through the combined efforts of these young people, 1,708,000 forest trees are being planted on idle land this spring.

TWENTY-FOUR boys completed their potato projects in 4-H clubs of Saline County, Ark. They marketed their crop through their own organization, the 4-H Club Potato Growers Association, which they had organized after two unsuccessful attempts had been made in adult organization. As a result they received 30 cents per hundred above the local market for their potatoes. The boys followed the best recommendations of research in their production efforts and plans.

Meeting a Market with One-Variety Cotton

THE filling of a local market need was the foundation for success in a one-variety cotton program launched in 1932 by County Agent A. J. Nitzschke of Lamar County, Ga. Through the county agent's efforts a local mill agreed to make a test on 10 bales of cotton grown from Stoneville No. 2 seed. This mill had been getting its cotton from western growers because it did not believe that Georgia could produce cotton of the type necessary in the spinning of cord for automobile tires. The 10-bale test showed that the cotton tested 9 percent above the strict requirements of the mill operators. The mill owners were completely satisfied with the results and offered local growers a substantial premium for the cotton.

The opportunity not only offered the Georgia growers a premium for high-quality cotton; it produced conclusive evidence that farmers in that State could produce a cotton of greater staple length.

In 1933, working with crop-loan applicants in planning a balanced farm program, the opportunity was taken for constructive educational work in connection with the one-variety cotton program. As a direct result of this work, loan applicants listed 2,186 acres on which they agreed to plant Stoneville No. 2 seed. However, due to the lack of available seed, only a small portion of the acreage was planted to the adapted variety in 1933.

Following the initial efforts of the first year's growing, 1933, cotton-improvement associations were organized in Chappel, Milner, and Redbone districts, and plans were made to eventually bring the entire county into one-variety production.

In addition to the seed produced locally, 3,000 pounds of seed direct from the breeder was placed with growers in various parts of the county in 1934 to be grown as a source of supply of high-quality seed. Special efforts have been made to see that the ginning of this cotton is carefully done in order that the county may have more adequate pure seed supplies in the future.

A summary of the work for 1934, made in connection with the issuing of tax-exemption certificates under the cotton-adjustment program, brought to light the following facts: Five hundred and twenty-three producers planted Stoneville against 184 farmers producing other varieties. The average yields of Stoneville No. 2 on 7,425 acres was 258 pounds per acre compared with other varieties

yielding an average of 190 pounds per acre on 2,066 acres. Farmers who grew Stoneville No. 2 realized \$11.13 per acre more than the producers who used other varieties.

While making the survey, farmers were asked their intentions regarding 1935 plantings. The summary for 6 districts in the county indicates that all but 7 producers signified their intention of planting the one variety. Only 106 acres of the 9,489 acres to be planted to cotton in 1935 were to be planted to other varieties; 98.8 percent of the producers

stated their intentions to plant the one variety.

A special issue of the Barnesville News-Gazette featuring "Lamar, Georgia's First One-Variety Cotton County" editorially expresses an opinion of the program's value. "Although only 75 percent of our cotton acreage was planted in Stoneville No. 2 in 1934, this action increased the wealth of the county by \$82,540. With about 98 percent of the acreage in this variety, as arranged for 1935, we may confidently expect a benefit of at least \$100,000 a year."

Research Aids Marketing

THE EXTENSION marketing specialist and the research workers in Louisiana are working together in solving the marketing problems of farmers in that State. H. S. Moles is employed cooperatively by the extension service and the Louisiana State Marketing and Warehouse Commission as marketing specialist and chief inspector. During 1934 more than 25 products were sold in carload shipments, totaling 10,266 cars. The cars were inspected by the specialist and his assistants.

Through this inspection work the specialist has been able to determine the changes which would bring about an increase in income for the producers. One of the suggested changes, that of obtaining uniformity in bunched vegetables, was called to the attention of Dr. Julian Miller, research horticulturist, who has obtained varieties more suitable for market shipments. His first efforts produced a carrot, for instance, that was too large, while later developments brought about a variety which produced uniform roots of correct size. The same procedure has produced a shallot of more desirable marketing characteristics. Research work is now being carried on with collards in attempts to produce a short-petaled, bright-green leafed collard which is finding preference to the ordinary collard grown in the South.

The results of this research work have been placed in the hands of producers through publications, talks by the specialists and county agents, and by demonstrations on the farms of cooperating producers. Once this information was made available, farmers quickly grasped the opportunity to improve their market crops.

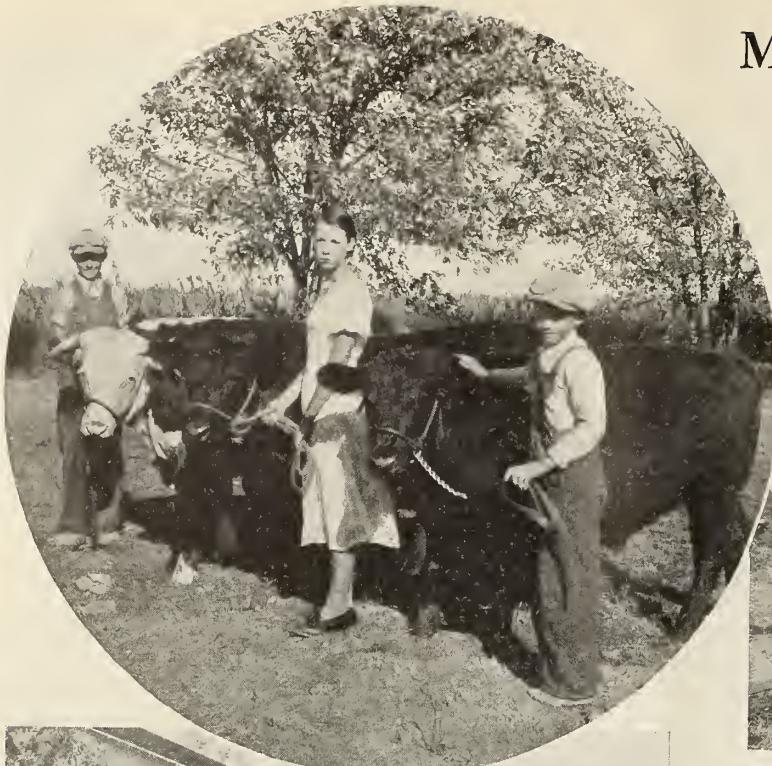
Another factor which the specialist found to affect greatly the price of Louisiana vegetables was the lack of care used in grading and cleaning bunched vegetables. By improving the uniformity of vegetables in the bundle and by following recommended washing methods, farmers were able to obtain better prices for their products. One operator had some concrete tanks in which he cleaned his vegetables. By showing pictures of these tanks in use and telling of the improved price the farmer received, the specialist was able, through cooperating county agents, to impress the importance of this item in other places. The rainy weather which preceded the digging of the sweet and Irish potato crops made washing necessary. As the entire crop of sweetpotatoes is not harvested at one time, much of the washing was done by the family group, using tubs. It is estimated that about 150 cars were washed in this manner.

Strawberries led in the number of cars shipped during 1934 with 2,861 cars. Shipments were made to 30 States, the District of Columbia, and Canada. Approximately 830 cars were shipped from Ponchatoula. In addition, 5,000 barrels of berries were cold packed, furnishing an outlet for berries unfit for shipping.

THE 263 former 4-H club members in Washington are enrolled in the State College of Washington at Pullman, and not in the Washington State University, as reported in the March issue. In calling attention to this error, the REVIEW is glad of another opportunity to mention the fine record these former 4-H club members are making.

Meeting Market Demands

Some of the Changes in Practices Developed Through Extension Teaching



4-H calf clubs set an example in adapting cattle raising to consumer needs.



Better methods of growing, killing, and packing poultry have made possible the orderly marketing of thousands of birds during the holiday season.



The growing of long-staple, adapted varieties of cotton in one-variety communities brings the farmer a premium on his cotton crop.



Treating seed wheat has done much to reduce the dockage from smut which ranges from 5 to 15 cents per bushel in grain from untreated fields.



Skillful grading and packing add to the market value, pleasing both producer and consumer.



Roadside stands, curb markets, and cooperative home demonstration markets displaying clean, standardized, attractively packaged produce furnish an excellent market for farm surpluses and bring extra cash to farm women.

Producer and Consumer on Common Ground

H. A. Wallace

Secretary of Agriculture

ASIGNIFICANT result of nearly two years of experience with the Agricultural Adjustment Act is the degree of unity of interest between farmers and consumers that has developed out of its operations. Sound public policies capable of bringing great good to large numbers of city and country people can and should grow out of frank recognition of this close interdependence.

OPERATIONS under the Adjustment Act have shown that the welfare of farmers is linked with the welfare of the large numbers of the employed who comprise the great body of city consumers of farm products. The parallel fluctuations of farm prices with factory pay rolls are evidence of this close link.

THE farmer and the consumer have common interests which far outweigh any temporary diversity of objectives. The farmer gives the consumer life by supplying him with food. The consumer gives the farmer life by buying food from him. The farmer wants high prices. But in self-protection, he has to keep them from going too high, or by stimulating overproduction and decreasing consumption he will wreck his market. The consumer wants low prices. But in self-protection he should guard against prices going so low that the farmer will no longer be able to produce food for him. Each has to protect the other in order to protect himself.

SOMETIMES, it is true, consumers and farmers lose sight of their mutual interests. When this happens, consumers imagine themselves deriving benefits from prices which mean misery on the farm, or farmers fancy they gain when city customers have to pay extreme prices in times of scarcity.

THESSE false appearances mask the gravest disadvantages from which farmers and consumers suffer. The real permanent benefit of both groups lies in the balance and stability of buying power between the two that facilitates the maximum interchange of good between them. When such balance exists, the city consumer is best able to buy food, and the farmer is best able to buy the goods produced by city workers. Then the two groups are the best customers of each other.

THE great need is for measures such as the ever-normal granary which will protect the farm from ruinous prices caused by surpluses, safeguard the food supply of the consumer, and serve constantly the dominant mutual interests of both.

THE USE OF OFFICIAL STANDARDS BY PRODUCERS, DEALERS, AND CONSUMERS

FACILITATES MARKETING
PROVIDES A COMMON LANGUAGE
AIDS IN THE SETTLEMENT OF CLAIMS
PERMITS INTELLIGENT COMPARISON OF PRICES AND PRODUCTS
AFFORDS A SOUND BASIS FOR FINANCING
DEFINES QUALITY FOR ADVERTISING

The Bureau of Agricultural Economics has prepared standards on most farm products which are described in the following publications:

for Producers and Dealers

GRAIN STANDARDS

Handbook, U. S. G. S. A-90 revised

COTTON STANDARDS

S. R. A. 92, 117, 146 (Agr. Econ.)

LIVESTOCK STANDARDS

S. R. A. 112, 113, (Agr. Econ.)
D. B. 1464; C. 28

FRUIT AND VEGETABLE STANDARDS

M. P. 190

BUTTER AND CHEESE STANDARDS

EGG AND POULTRY STANDARDS

CONTAINERS

S. R. A. 104, 116 (Agr. Econ.)

TOBACCO

S. R. A. 118 (Agr. Econ.)

BEANS

H. F. S.—No. 751

HAY

H. F. S.—540 revised

WOOL

S. R. A. 135 (Agr. Econ.)

for Consumers

BEEF GRADING AND STAMPING

Leaflet No. 67

CANNED VEGETABLE GRADES

Mimeographed circular

EGG AND POULTRY GRADES

Mimeographed circular

A FRUIT AND VEGETABLE BUYING GUIDE FOR CONSUMERS

M. P. 167



The publications listed above are distributed by the Bureau of Agricultural Economics. For further information on extension work in standardization write to

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U. S. DEPARTMENT OF AGRICULTURE
WASHINGTON, D. C.